

Message Text

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ACTION NEA-10

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E.O. 11652: N/A

TAGS: EAID ECRE MU US

SUBJECT: GROVE INTERNATIONAL AND PANAM SIGN MAJOR OMANGOV CONTRACTS

1. TWO AMERICAN FIRMS LAST WEEK OBTAINED SIGNED GOVERNMENT CONTRACTS FOR WORK IN OMAN. GROVE INTERNATIONAL, A NEW YORK-BASED CONSTRUCTION COMPANY WHICH HAS A JOINT VENTURE IN ROADBUILDING WITH AN OMANI FIRM, SIGNED A \$70 MILLION CONTRACT ON JULY 12, 1976, TO BUILD AN 88-KILOMETER ASPHALTED ROAD FROM RUWI TO QURAYAT ON THE COAST. THE PROJECT HAD BEEN STALLED FOR SEVERAL MONTHS FOR COST OVERRUNS AND OTHER REASONS, UNTIL AGREEMENT WAS FINALLY REACHED AFTER TOUGH BARGAINING BY BOTH SIDES. GROVE INTERNATIONAL MANAGERS EXPECT THAT IT WILL TAKE CLOSE TO 3 YEARS TO FINISH THE JOB. THE OMANGOV HAS PROMISED GROVE R.O. 6.1 MILLION AS AN ADVANCE PAYMENT.

2. MEANWHILE, PAN AMERICAN AIRWAYS' REPRESENTATIVE INFORMED US DGCA SALIM BIN NASSIR HAS SIGNED AGREEMENT FOR PANAM TO ASSUME IN MARCH 1977 RESPONSIBILITY TO OPERATE OMAN'S NEW CIVIL AIRPORT AT SALALAH. PAN AM'S

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SUB-MANAGER FOR SALALAH PROJECT ALREADY IS IN COUNTRY,

AND EXPECTS TO HAVE FORCE OF ABOUT 31 EXPATRIATES, MAINLY

AMERICANS, IN PLACE BY EARLY 1977. (NEARLY 30 AMERICANS
REMAIN ENGAGED IN PAN AM'S ONGOING SEEB AIRPORT MAN-
AGRMENT CONTRACT THAT STARTED IN 1974). ALSO LAST WEEK,
DGCA CONTRACTED WITH PAN AM TO PROVIDE DESIGN AND
SUPERVISION OF A FLIGHT INFORMATION CENTER COMPLEX NEAR
SEEB AIRPORT AND TO OVERSEE PURCHASING AND INSTALLATION
OF RUDIMENTARY AIRFIELD NAVIGATION AND LANDING EQUIPMENT
AT EIGHT SECONDARY AIRFIELDS THROUGHOUT OMAN. THESE
DESIGN/SUPERVISION PROJECTS WILL ENTAIL CONSIDERABLE
WORK IN U.S., BUT ALSO FLUCTUATING STAFF OF UP TO TEN
AMERICAN EMPLOYEES WITHIN OMAN.
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